

Message Text

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42

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 OES-06 /024 W
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R 121237Z SEP 76
FM AMEMBASSY TEHRAN
TO MR LARRY C MAYFIELD
EXECUTIVE VICE PRESIDENT
ENVIROGENICS SYSTEMS COMPANY
9255 TELSTAR AVENUE
EL MONTE CALIFORNIA 91731
TELEX 698706 ENVIROGEN ELM
INFO SECSTATE WASHDC 9056
USDOC WASHDC

UNCLAS TEHRAN 9815

E.O. 11652: N/A
TAGS: BEXP IR
SUBJ: ENVIROGENIC SYSTEMS BID FOR CHAH BAHAR WATER
AND POWER PLANT

1. EMBASSY HAS BEEN APPROACHED BY MR ABDOL MEHDI KASHFI, A PROMINENT IRANIAN CONTRACTOR, WITH THE REQUEST THAT I PASS ON TO YOU MR KASHFI'S DESIRE TO ASSOCIATE WITH ENVIROGENICS IN A JOINT VENTURE FOR THE CHAH BAHAR DESALINATION PROJECT. MR KASHFI TELLS ME THAT THE ITALIAN FIRM S.I.R. CAME TO HIM WITH THE PROPOSAL THAT HE ASSOCIATE HIMSELF WITH S.I.R. FOR THE PROJECT. HOWEVER, MR KASHFI SAYS HE DECLINED S.I.R.'S OFFER, PREFERRING TO DEAL WITH AN AMERICAN FIRM. IN OUR CONVERSATION, MR KASHFI REMINDED ME THAT LAST YEAR HE TRIED TO JOINT VENTURE WITH A JAPANESE FIRM WHICH WAS THEN BIDDING ON THE DESALINATION PROJECT BUT THIS ASSOCIATION COLLAPSED. WHILE MR KASHFI HAS BEEN WELL AND FAVORABLY KNOWN TO THE EMBASSY FOR MANY YEARS AND ALREADY HAS A LABOR FORCE AND MACHINERY IN POSITION IN CHAH BAHAR ON OTHER WORK, YOU WILL UNDERSTAND THAT THE EMBASSY MUST REMAIN NEUTRAL ON THE COMMERCIAL MERITS OF MR KASHFI'S PROPOSAL. HE ASKED ME TO TRANSMIT TO YOU HIS REQUEST THAT YOU COMMUNICATE DIRECTLY WITH HIM

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BY TELEX AT THE FOLLOWING ADDRESS:

MR ABDOL MEHDI KASHFI
MAHAK
TELEX 2714
TEHRAN IRAN

2. IT MIGHT BE WORTHWHILE FOR AN ENVIROGENICS REPRESENTATIVE IN THE AREA TO VISIT TEHRAN TO DISCUSS MR KASHFI'S PROPOSAL DIRECTLY WITH HIM. SINCERELY, ROGER C BREWIN, COUNSELOR OF EMBASSY FOR ECONOMIC AND COMMERCIAL AFFAIRS, TEHRAN.
HELMS

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NNN

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